

How to Use the GPO for Medical Commodities & Equipment Statewide Contract

Contract #: HSP36	Contract Duration: 09/01/12 to 06/30/14
MMARS #: HSP36*	Options to renew: None
This contract contains: Supplier Diversity Office SDO Contractors	
Contract Manager: Peter Etzel 617-720-3397 peter.etzel@state.ma.us	
Last change date: 02/08/13	

Contract Summary

This contract covers a Group Purchasing Organization (GPO) agreement for Medical Commodities and Equipment with contractor Managed Healthcare Associates (MHA), whose GPO membership includes over 9,000 healthcare facilities such as hospitals and nursing homes.

The GPO realizes savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of healthcare supplies. Please see item 1 under Additional Information below for more information on a GPO. MHA supports the Commonwealth by using their contracts to establish the acquisition prices for medical commodities purchased from distributors who committed to work with a GPO through SWC HSP33 for Medical Commodities and successor contracts; and by allowing direct purchases of equipment from manufacturers using the GPO's contracts through SWC HSP32 and successor HSP38.

Benefits and Cost Savings

- Aggregation of the purchasing volume of the GPO's membership when establishing manufacturers prices
- Access to national contract pricing for Healthcare Equipment
- Vendor has local, regional, and national experience
- The GPO supports two Statewide Contracts HSP33, Medical Commodities and HSP38, Healthcare Equipment.
- HSP38 Healthcare Equipment is supported using a Request for Quote (RFQ) process through MHA

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required;
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: No direct payments are made to the GPO thus it is not loaded into MMARS. The GPO lists their portfolio of contracts on their website and is accessible once the Purchasing Entity establishes a user name and password by contacting the MHA account manager listed below.

Additional Information

1. Group Purchasing Organization (GPO)

GPO savings and efficiencies are realized by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of health supplies such as pharmaceuticals, biologics, medical/surgical equipment, laboratory supplies, and capital equipment. GPO's actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPO's.

MHA is not itself a vendor on this contract, but through MHA the Commonwealth can access MHA's national contract pricing. Their role is further explained in "Using the Contract".

2. Using the Contract

The HSP36 GPO contract supports and helps establish the pricing on two other Statewide Contracts from which the actual purchases are made: HSP32 Healthcare Equipment, Furniture, Furnishings and Related Services and successor HSP38, and HSP33 Medical Commodities or its successor.

- **Buying Equipment using SWC HSP32 and successor HSP38:** Purchasing Entities before purchasing healthcare equipment need to read the Contract User Guide for SWC HSP32 Healthcare Equipment, Furniture, Furnishings and Related Services or its successor HSP38. That Contract User Guide details an RFQ process that involves the GPO that must be followed when purchasing healthcare equipment with a value greater than \$2,000. This RFQ process allows purchases from distributors on the SWC HSP32 and successor HSP38 as well as directly from manufacturers having a contract with MHA, but not with the Commonwealth. Once the RFQ process is completed and all competitive pricing is available each Purchasing Entity is required to inform OSD of their RFQ results as detailed in the HSP32 and successor HSP38 Contract Users Guide.
- **Online portfolio of Contracts:** The GPO provides an online portfolio of its many contracts with healthcare "manufacturers" for medical commodities and healthcare equipment. The GPO contracts can be viewed by Purchasing Entities via the Internet on the [MHEC website](#). In order to view a specific catalog the Purchasing Entity must obtain a username and password from MHA by contacting the MHA account manager listed below.
- **Buying Commodity Supplies using SWC HSP33:** Purchasing Entities, before purchasing medical commodities, need to read the Contract Users Guide for SWC HSP33. Four vendors on SWC HSP33: Geriatric Medical, Invacare, McKesson, and Westnet are designated as GPO Distributors, who have committed to work with the MHA to have access to the GPO contracts and pricing. The GPO's contract pricing becomes the acquisition cost price for those four Distributors for a particular item. The acquisition price a GPO Distributor uses in calculating its sales price to a Purchasing Entity cannot be higher than the GPO contract price even if the Distributor pays more from another source.

The online catalogs can be very useful to Purchasing Entities in determining which manufacturers and products are available at the GPO contract price. If a Purchasing Entity is looking for a manufacturer or product and can't find it online they should contact the MHA Account Manager listed below. In many cases the same product is identified by different names in the industry.

- **Contract development and additions:** MHA has committed to working with the Commonwealth to

customize solutions and contracts to better meet the Commonwealth's needs. MHA can provide assistance in enabling a Purchasing Entity to locate and evaluate products from multiple manufacturers and identify better products with lower cost alternatives. If a Purchasing Entity identifies a product it intends to purchase that is not on a MHA contract or the volume justifies seeking lower pricing MHA will make a good faith effort to add the product and/or manufacture to its portfolio.

Vendor List and Contract Information

The available contractors are listed by category below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD).

Group Purchasing Organization	Contact Name	Phone Numbers	Email	Program
Managed Healthcare Associates	Kimberly Thompson	800- 948-7172 Fax 855-485-1106	KThompson@mhainc.com	SDP

Strategic Sourcing Services Team Members

Bob Barneke	MA Hospital School	Bob.Barneke@State.MA.US
Jean Bastien	Lemuel Shattuck Hospital	Jean.Bastien@State.MA.US
Kathleen Bouchard	Chelsea Soldiers Home	KBouchard@State.MA.US
Debra Combra	Dept. of Mental Health	Debra.Combra@State.MA.US
Jennifer Fennell	Lemuel Shattuck Hospital	Jennifer.Fennell@State.MA.US
Beverly Fior	Wrentham Developmental Center	Beverly.Fior@state.ma.us
Roy Gichel	MA Hospital School	Roy.Gichel@State.MA.US
Ellen Jacobs	Dept. of Correction	ellen.jacobs@state.ma.us
Charles Legere	Tewksbury State Hospital	Charles.Legere@State.MA.US
Shelagh Lord	Hogan Regional Center	Shelagh.lord@state.ma.us
Judi Lydon-Ruby	Wrentham Developmental Center	Judi.lydon-ruby@state.ma.us
Barbara Melvin-Naro	MA Rehab Commission	Barbara.Melvin-Naro@State.MA.US
Kathy Monahan	Holyoke Soldiers Home	kathy.monahan@State.MA.US
Jacqueline Paye	Western Massachusetts Hospital	Jacqueline.Paye@state.ma.us
Kathy Rufo	Tewksbury State Hospital	Kathy.Rufo@State.MA.US
Brian Sullivan	Western Massachusetts Hospital	Brian.H.Sullivan@state.ma.us

Summary of Where to Obtain Important Contract Information

To obtain more contract information please go to the Comm-PASS (www.comm-pass.com) website, on the "Contracts" tab, in the Document Number box enter Document Number HSP36 (no spaces), click the "Search" button, the page looks almost the same – click on the underlined link "There are 1 Contract(s) found that match your search criteria", click on the eyeglasses to the right of the HSP36 information, click on the tab of interest, and click on the eyeglasses to the right of any information of interest.

Contract User Guide

RFR HSP36

Group Purchasing Organization (GPO) Information

"Forms & Terms" tab

"Forms & Terms" tab

"Forms & Terms" tab

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